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As illustrated in Figure C3- 10, users can also search for a product for which they only have a partial part number.

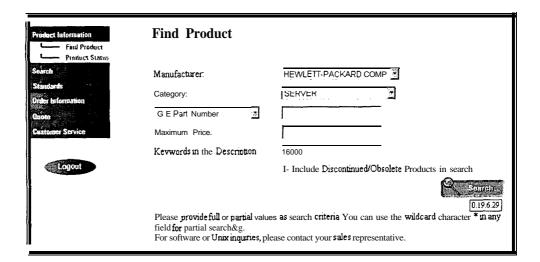


Figure C3-10. Find Product - Partial Part Number

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One way to check product status is for the user to select the "Product Status" link from the Product Information Screen. At that point, the user can do a product search. Figure C3-11 illustrates the result of a search. The results provide a detailed description of the product, the platform, the availability of the product, the status of the product, and the price. Later in this section, we provide more information regarding detailed product descriptions. From here, users may select one or more products to quote or order.

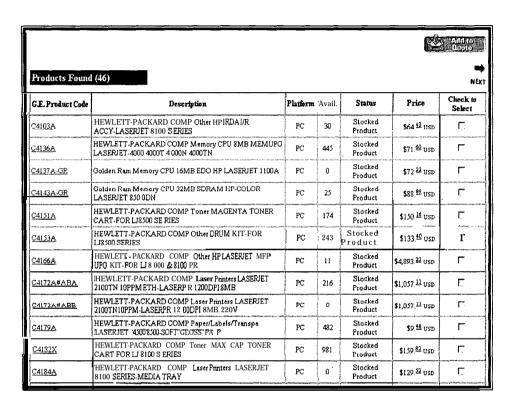


Figure C3-11. Search Results

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Users can then check product availability as shown in Figure C-12. The "Mfr to GE Average Delivery" field indicates the average time (in days) required to ship the product from the manufacturer to the GE Warehouse. Typically, in those cases where a product is backordered, a link to the expected delivery date is displayed.

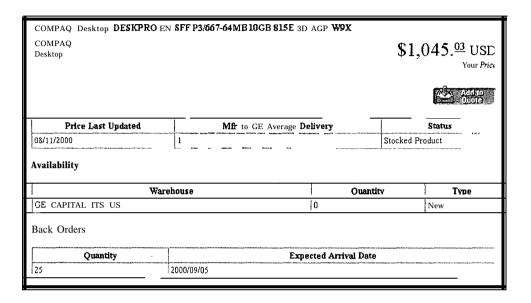


Figure C3-12. Product Availability

As illustrated above, users can add this product to a quote by simply clicking the "Add to Quote" button.

Whenever it is available to GECITS from our manufacturers or distributors, we will provide information regarding Energy Star status, product announcements, discontinuations and replacements, technical specifications, and illustrations or photographs.

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### Standards/Bundles

Standards in CycleConnect are products that an organization purchases on a regular basis. Users can access Standards by clicking on the "Standards" link on the Product Information Screen. Customers decide on, and can set up, Standards in ways that meet the needs of their end-users. One such group of Standards can be as follows:

- **E**Engineering
- ∠∠Administration

Another group of Standards can be as follows:

- Desktops
- 0 Laptops
- 0 Printers
- 0 Servers
- 0 Software
- ∠ Accessories

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Users can then click on a particular group to view the available bundles. Figure C3-13 illustrates a grouping of laptop bundles.

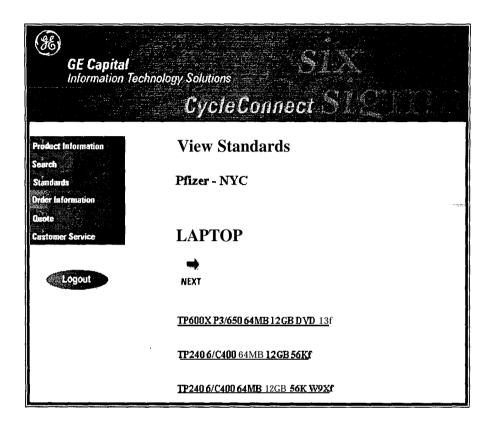


Figure C3-13. Laptop Bundles

The bundles shown in Figure C3-13 are very "technical." However, please note that the bundles are customizable. For example, if the customer so chooses, the three bundles listed above for laptops could be more generic and read: Executive Laptops, Sales Laptops, and Engineer Laptops.

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The user would then click on the hyperlink to see the available bundles. Each bundle will have a brief description as shown in FigureC3-14.

### Laptops

F300 W/ DOCKING STATION: #2				
ARMADA E500	ARMADA E500 PIII 600 MHZ. 64MB, 12 0GB, 24XCD, 14.1	\$3,930.00	C D N	
PIII600/64/12/24X/NT	NT4 0/WIN 2000 REMOVAL OF ONE 64 MB MEMORY	\$3,93U.==	CDN	
	MODULE.	1		
·			MANUFACTURE PROPERTY PARKS	

Figure C3-14. Bundle Description

Clicking on the hyper-linked bundle name will then display a screen detailing the products that comprise the bundle core, as show in FigureC3-15, including any applicable configuration charges. Users can also click on the "Optional Products" hyperlink at the bottom of the page to view additional optional products that can be added to the base bundle.

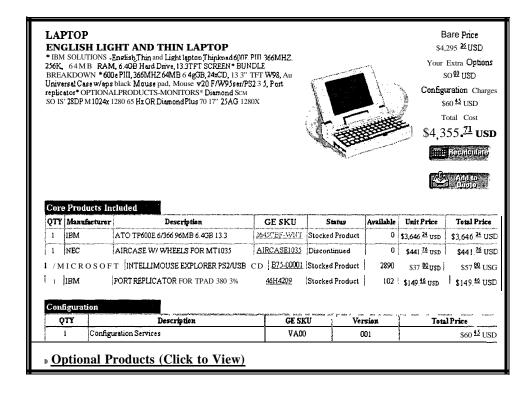


Figure C3-15. Bundle Core

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If a user chooses to view the optional products, the screen illustrated in Figure C3-16 will appear. If the user chooses to add one of the optional products to a bundle, he/she can select the box on the left of the product, specify a quantity, and click the "Recalculate" button to view the new price. Users may also choose to look at product availability by selecting the hyper-linked GE SKU.

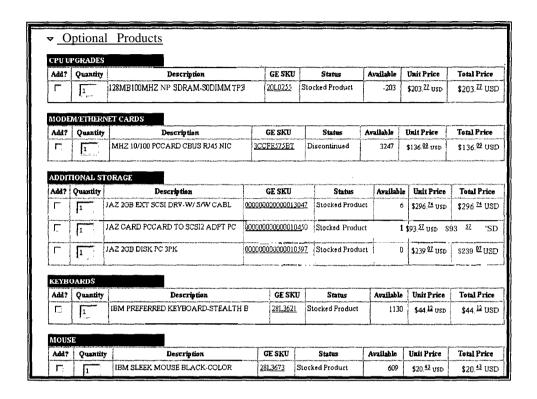


Figure C3-16, Bundle Options

Once the user adds optional products to the bundle, the system will generate a quote.

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### Quotes

Figure C3-17 illustrates a quote.

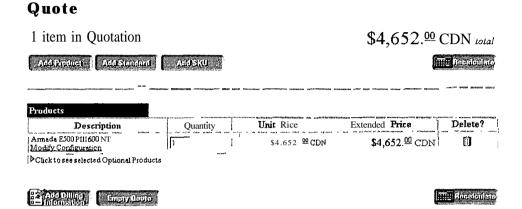


Figure C3-17. Quote

Once a user creates a quote, they will have many quote management options. They will have the option to edit or delete the quote. Quotes can also be printed, downloaded to a flat file, and/or routed for internal approvals. In addition, quotes can be easily converted to orders. FigureC3-18 illustrates the various quote options.

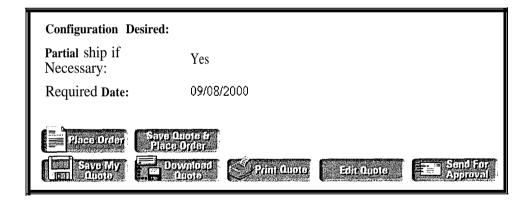


Figure C3-18. Quote Options

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When saving a quote, the user has options for making it easy to locate later. All saved quotes will have a unique system generated quote number, a customer specific identifier, the date of creation, and a usemame associated with it. The user may also add a specific description. Once a quote is saved, CycleConnect will send the user a confirmation e-mail. Users will also receive an e-mail alert five days before their quote expires.

If a user exits CycleConnect, and later returns and wants to retrieve a quote, they would do so by first accessing the Quote Screen as illustrated in Figure C3-19.

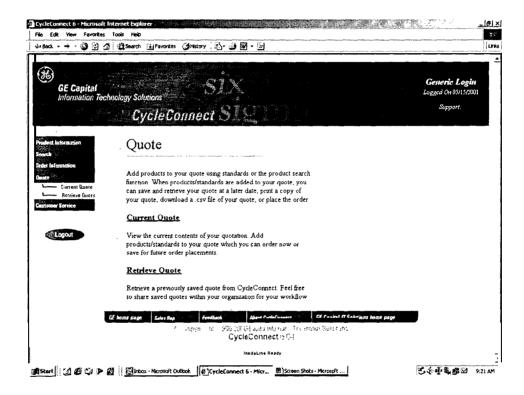


Figure C3-19. Quote Screen

The user would then click on the "Retrieve Quote" link shown in Figure C3-19.

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When a user clicks on the "Retrieve Quote" link, the Search for a Quote Screen will appear as illustrated in FigureC3-20.

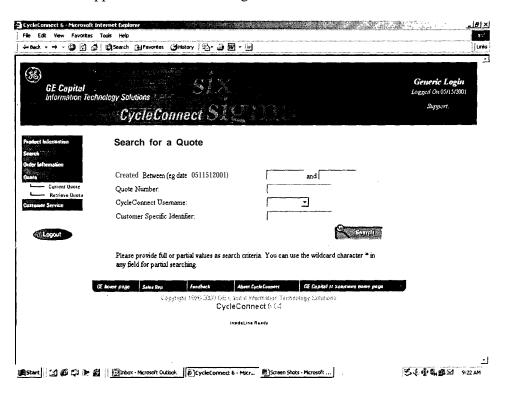


Figure C3-20. Search for a Quote Screen

To search for a quote, users must have full or partial values for the search criteria listed above.

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# **Order Information**

We understand the benefits of being able to track all relevant aspects of orders, including, but not limited to:

- □ Pricing by line item and order total
- □ Ship status, ship date, and shipping method
- Order number and work in progress
- Outstanding orders/back orders
- □ Total dollars spent and quantities purchased

CycleConnect provides the capabilities listed above and much more.

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By clicking on Order Information, as shown in FigureC3-21, users can select links to various screens in the system, which will take them to the first level of order querying.



Figure C3-21. Order Information

From this screen, users can view all open orders, or may limit their query to a specific P.O. or a range of P.O. numbers, using the wildcard character. They can also view order details or work in progress.

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By clicking on the "Open Orders" link, the user can view open orders in the system. Figure C3-22 shows three of 44 open orders that resulted from a query of all open orders.

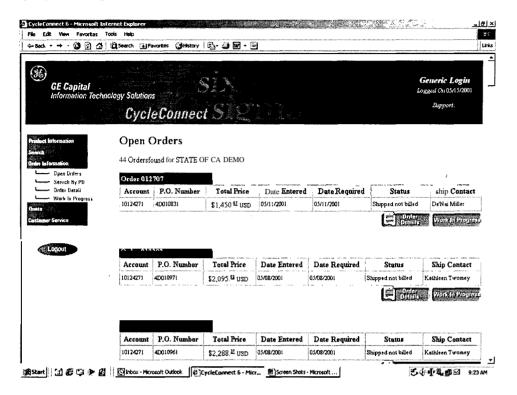


Figure C3-22, Open Orders

The "Status" field indicates that each of the three orders shown have shipped, but that they have not been billed. The information also shows account number, P.O. number, total price of the order, the date the order was entered, date required, and the shipping contact.

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By clicking on the Order Details link, the user can obtain additional details as shown in Figure C3-23. When an item is backordered, CycleConnect provides the approximate date the product will arrive in the warehouse for delivery.

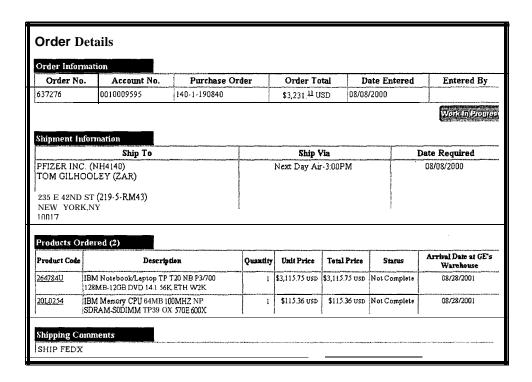


Figure C3-23. Order Details

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For some orders, work in progress (WIP) information is more relevant to the user, and CycleConnect provides this information via the screen shown in Figure C3-24. Figure 3-24 shows all product information by line item, and each stage of the process, including date, time, and operator for the order. If a hyperlink waybill is shown, customers can use it to track delivery by courier. To do so, the customer would just click on the waybill number to open a new window showing the delivery status.

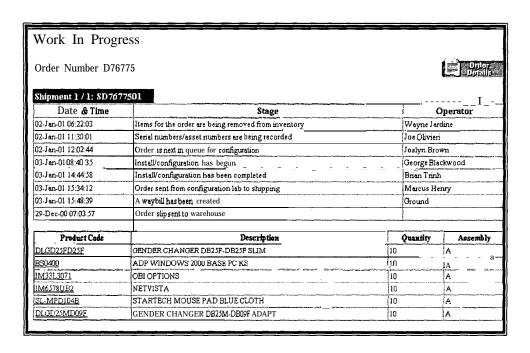


Figure C3-24. Work In Progress

CycleConnect also provides order information to the user via an e-mail order acknowledgement.

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#### Customer Service

Because CycleConnect is Web-based, with an intuitive graphical user interface, it is extremely easy to learn and to use. At the end of this section, we provide a CycleConnect user guide, which is always available to view or download on-line. Please note that upon contract award, GECITS will update and customize this guide to reflect the specifics of the State of California's online catalog. Figure C3-25 illustrates the customer service options available to the user as they pertain to CycleConnect.

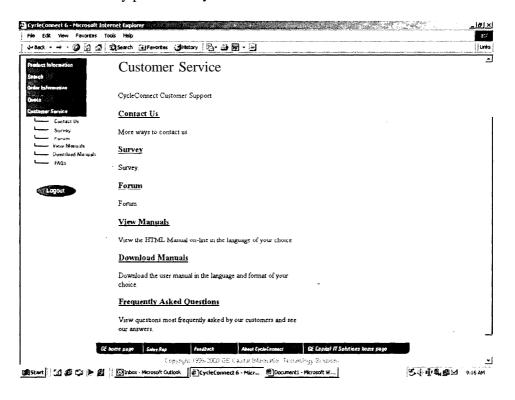


Figure C3-25. Customer Service

In addition to the above customer service options, eachCycleConnect screen displays an option at the bottom of the screen for contacting an account/sales manager (Sales Rep).

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When a user clicks on the "Contact Us" link, the Contacting Us Screen appears as shown in Figure C3-26.

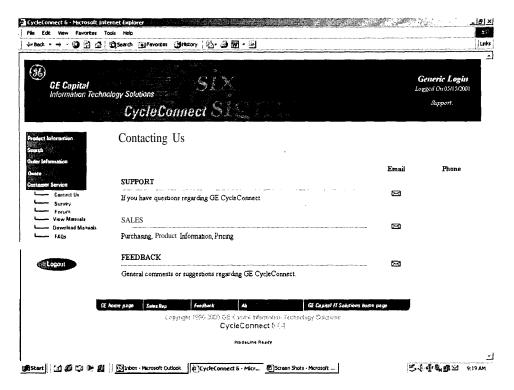


Figure C3-26. Contacting Us Screen

From this screen, the user will be able to e-mail or phone the Cycle Connect development team (Support) or the sales team (Sales). They will also be able to provide general comments or suggestions regarding Cycle Connect (feedback) via e-mail or phone.

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As shown in Figure C3-27, users will also be able to fill out a State Store Catalog Survey Form.

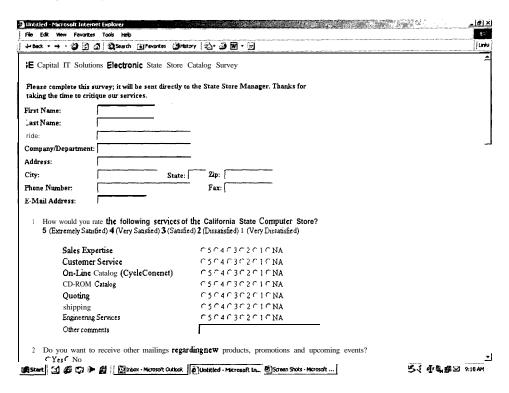


Figure C3-27. State Store Catalog Survey Form

GECITS will work with the State to develop a survey form that is acceptable to both parties.

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As shown in Figure C3-28, users will also be able to access the State of California (SOC) Electronic Bulletin Board/Forum. We provide more information pertaining to the use of this forum later in this section.

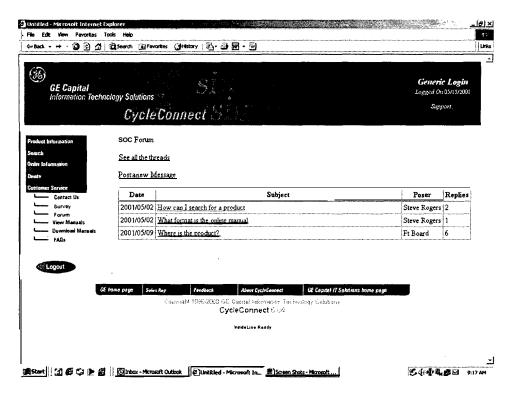


Figure C3-28. Electronic Bulletin Board/Forum

As shown on the Customer Service Screen, users will also be able to view or download the manuals such as the CycleConnect Users Guide, or visit a Web site that provides Frequently Asked Questions(FAQs) pertaining to CycleConnect.

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## Customer Profile

The customer profile is what allows GECITS to tailor CycleConnect to specific customer needs. It encompasses customer specific pricing and customer specific catalogs. All pricing in the catalog will be set up on aprebid basis, and updated so the data the user sees is always current and correct. This also applies to product availability.

Once we have determined exactly which manufacturer product lines will be made available for purchase, they will be included in the initial on-line catalog. GECITS personnel can add manufacturers and products after the initial offering, with DGS approval.

### Reporting

The following are examples of customer generated sales reports in CycleConnect, which will allow users to manage their purchasing easily and quickly, all online:

- Order/Revenue Transactions by Date Range (i.e. how many orders have I placed/how much have I spent from April 1 April 15?)
- □ Order/Revenue Transactions by P.O. (i.e. how many orders have I placed/how much have I spent against P.O. 12345?)
- Order/Revenue Transactions by Manufacturer (i.e. how many orders have I placed/how much have I spent on Compaq product?)
- □ Order/Revenue Transactions by Product Code (i.e. how many orders have I placed/how much have I spent on SKU # 12345?)
- Order/Revenue Transactions by Product Category (i.e. how many orders have I placed/how much have I spent on desktops?)
- Order/Revenue Transactions by Account Number (i.e. how many orders have I placed/how much have I spent by account/sub-account number?)

These reports may be produced for custom configured Web sites, according to assigned customer numbers. GECITS will work with the State and individual agencies to ensure their reporting needs are met.

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### Security

There are two user levels in CycleConnect: informational and operational. The informational user can perform searches, create and edit quotes, and research order status, but is prevented from actually placing orders. The operational user can perform all of the informational functions, and may submit orders directly into the system.

Regardless of through which browserCycleConnect is accessed, the user's entire session information is protected with encryption technology. We have also implemented digital certificates on our secure Web server..

CycleConnect is an Extranet application, sheltered by our firewall technology, which protects all pricing and business rules.

#### **Features**

CycleConnect offers the State of California the speed and convenience of the Internet for on-line product research, quoting, ordering, and order status information. The following is a summary of the key features of CycleConnect by category:

### Customer Profile

- □ Customer-Specific Pricing
- □ Customer-Specific Catalogs
- ☐ Customer Profiles (address, e-mail, and contact information)
- □ User-Specific Functionality
- □ Customer-Specific Bundles
- □ Customer-Specific Bundle Options

#### **Product Information**

- ☐ Full Windows/Intel (Wintel) Product Catalog Search
- ≥ Product Status
- □ Product Availability (where available)
- □ Product Replacements (where available)

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# Quote Management

- Quote Creation
- □ Save Quote
- □ Save Quote and Place Order
- Print Quote
- Download Quote
- o Edit Quote
- o Route Quote via E-Mail
- o Quote-Order Conversion

## **Order Information**

- □ Back Order Query
- □ Search by P.O.
- Order Status
- WIP Info (order tracking)
- Order Entry
- □ E-Mail Order Acknowledgement
- □ Electronic P.O.D. ('proof of delivery)
- Waybill Tracking (integrated links to selected courier's sites)

# Support

- 0 Sales Support
- ☐ Technical/Application Support

# Future Enhancements

As with technology, CycleConnect is continuously evolving. As such, GECITS will furnish revised functionality information to DGS as it develops. GECITS will upgrade the State's application when deemed appropriate by mutual agreement between DGS and GECITS, at no cost to the State.

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## Some of the planned CycleConnect enhancements include:

- □ Complete re-design of the application, utilizing Javal.1.8 and WebObjects 4.5; this will provide a new and more scalable hardware infrastructure to increase the uptime and reliability of the application
- □ XML capabilities
- Order status query by date range
- On-line invoice search/status
- Credit card purchase
- Tax calculations
- Ability to search by multiple manufacturers instead of only one via "extended search"
- Customer maintained standards/bundles whereby the customer can request a bundle configuration, have the configuration validated by GECITS, and then added to their standards offerings
- ☐ Extended search functionality to provide for further filtering and drill down on search results, instead of having to perform an additional search; new features will include "Drill Down by Manufacturer" and "Drill Down by Keyword"
- □ Search results to be sorted by price, manufacturer, and availability
- Serial number lookup with link to invoice details; this will provide a link from Order Detail, Work in Progress, and Requisition Detail to statements (invoices)
- □ Serial numbers in Order Detail; this will provide end users with invoice details by order
- Online Invoice Search/Status; this will provide status of a billed order with invoice number, as well as the ability to print a copy of the original invoice

GECITS will work with the State in evolving their e-commerce capabilities. Numerous GECITS customers are currently using CycleConnect and Electronic Data Interchange(EDI) to quickly and safely transact business electronically.

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## **Detailed Product Descriptions**

CycleConnect will provide product descriptions that are both efficient and user friendly. Although they appear as one field on screen, CycleConnect has two fields that combine to make up a complete, single product description field. The first field is 32 characters in length. The second field has the capacity for a virtually unlimited number of characters, so the product description field parameters do not limit the number of characters that can appear for a particular description. For instance, the following description:

#### COMPAO DESKPRO EN.PIII.733MHZ.128MB.10.0GB.48xC D.W95/98.256KB.NIC

is a total of 66 characters in length, including space-bands, and could be considerably longer. Any time a distributor can provide a longer, expanded description, it will also appear in CycleConnect.

In Figure C3-29, we provide sample product descriptions as taken from CycleConnect.

Description		Avail.
HEWLETT-PACKARD COMP Other HP IRDA I/R ACCY-LASERJET 8100 S ERIES	PC	30
HEWLETT-PACKARD COMP Memory CPU 8MB MEMUPG LASERJET-4000 4000T 4 OOON 4000TN		445
Golden Ram Memory CPU 16MBEDO HP LASERJET 1100A		0
Golden Ram Memory CPU 32MB SDRAM HP-COLOR LASERJET 850 0DN		25

Figure C3-29. Product Descriptions

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Figure C3-30 illustrates both an expanded product description and a partial listing of options and accessories.

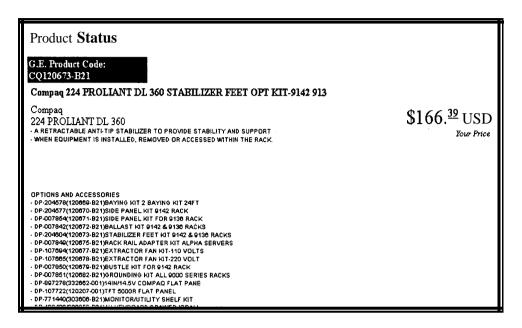


Figure C3-30. Expanded Product Descriptions

### **Help Feature to Assist Customers**

As previously mentioned, CycleConnect incorporates a viewable and downloadable user guide. It also provides phone numbers and e-mail links to both sales staff and the CycleConnect development team to assist with any questions or concerns that may arise. In addition, a relevant Frequently Asked Questions (FAQ) page is available and constantly updated to reflect all questions and concerns to date. Lastly, customer will also be able to utilize the Electronic Bulletin Board/Forum to converse with others regarding CycleConnect and/or the State Store.

For reference, we provide a Cycle Connect User Guide at the end of this section.